

## DAIRY PACKAGING & PROCESSING PROGRAM FEBRUARY 28 - MARCH 27, 2004

FOR ARMENIA, AZERBAIJAN, BELARUS, GEORGIA, MOLDOVA & UKRAINE

### DELEGATE BIOGRAPHIES

(AS OF JAN. 29, 2004)

**HAYK A. APOYAN**

Head of Dairy Production

Ashtarak-Kat

Agarak, Armenia

<http://www.ashtarakkat.com/>

Ashtarak-Kat is one of the leading producers of dairy products in Armenia, producing organic milk and cream, curds, yogurt, and novelty products. Mr. Apoyan manages the production and processing of raw milk and the packaging of dairy products. He is interested in attaining information on new packaging equipment, marketing initiatives, and new product development.

**FELIKS A. ASATRYAN**

Executive Director

Narine Elite

Yerevan, Armenia

Narine Elite produces pasteurized milk as well as specialized milk marketed towards consumers with special diets, allergies, or lactose intolerance. Mr. Asatryan manages the business and coordinates all aspects of processing, production, and distribution. In the future he plans to produce yogurt, yogurt-based drinks and formulas for medicinal uses. He wants to become acquainted with HACCP procedures as well as observe the management of a dairy enterprise.

**MALIK A. ALIYEV**

Director and Co-Owner

M.E.S.

Novhani, Absheron, Azerbaijan

M.E.S. Enterprise specializes in the production of cheese, yogurt, sour cream, and buttermilk. Mr. Aliyev is responsible for the general management of the company and wishes to establish new business contacts in the United States in addition to learning about new techniques that and technologies he can adapt to local conditions.

**ISLAM A. HUSEYNOV**

Vice Chairman

Zohmet-Ruzi

Baku, Azerbaijan

Zohmet-Ruzi produces approximately 40 different dairy products and novelty products and was the recipient of a gold medal for quality in Azerbaijan. Mr. Huseynov manages the processing of dairy products and personally developed a sour milk and cottage cheese product unique to the market. He is interested in observing solutions for the cooling and storage of milk and maximizing production during raw material shortages.

**ROMAN V. VASILKO**

Deputy Director of Marketing

Milk-Pro, Ltd.

Baku, Azerbaijan

<http://www.mpro-az.ru/>

Milk-Pro is an ISO 9001-certified company that produces milk, cream, sour cream, curds, yogurt, and cheese, as well as fruit juices. Mr. Vasilko manages the collection of market data used for product development and promotion. He is interested in observing American production technologies, product promotion and milk marketing methodology. Mr. Vasilko is also a milk laboratory researcher and would like to observe American dairy lab procedures and best practices.

**PYOTR D. CHAVLYTKO**

Technical Director

Vileyskiy Dairy Plant

Vileyka, Belarus

Vileyskiy Dairy Plant produces fluid milk, curds, butter and novelty products. Mr. Chavlytko ensures the optimization of processing and production through the development and implementation of new technologies, modern equipment, and selection of packaging materials. His short- and long-term goals for the company are to modernize the plant and to form a joint-venture partnership. Mr. Chavlytko is particularly interested in casein processing and its application.

**AKAKI S. LATSABIDZE**  
Deputy General Director  
Gigi, Ltd.  
Kvareli, Georgia

Gigi, Ltd. has its own farm for the production of milk, cheeses, curds, butter, cream, ice cream, and yogurt. The company also has its own retail outlet to sell its products. As Deputy General Director, Mr. Latsabidze monitors quality control techniques, distributor performance, and negotiates with various raw material providers. He is interested in introducing state of the art technology in his company to increase its production capabilities.

**LEVAN O. SAMARGULIANI**  
General Director  
Yorali, Ltd.  
Giorgitsminda, Sagarejo, Georgia

Yorali is the only Georgian dairy that produces all of its own milk from imported Jersey cows. Yorali produces milk, yogurt, sour cream, and butter. Mr. Samarguliani manages the company as well as coordinates marketing, procurement, and partnership development. He wants to modernize his operations and would like to establish a dairy producers association in Georgia.

**GHEORGHE N. ANGHELUTA**  
General Manager  
Lactis  
Riscany, Moldova

Lactis produces various types of cheeses, sour cream, kefir, and powdered milk. As General Manager, Mr. Angheluta is the chief administrator of the dairy and oversees corporate strategy and production activities. He is interested in introducing new products into the Moldovan market and requires new technology and ideas to make this possible. Mr. Angheluta is also interest in whey processing.

**VASILI S. CHEBANOV**  
Manufacturing Director  
Chimislia Dairy Plant  
Chimislia, Moldova

The Chimislia Dairy Plant produces fluid milk, kefir, sour cream, yogurt, curds, cheese, and butter. As Manufacturing Director, Mr. Chebanov is responsible for the efficient production and high quality of all products. He would like to observe American methods of quality control and laboratory testing of dairy products.

**FILIP MAIDUC**  
President  
Moldova-Lactat Dairy Industry Association  
Chisinau, Moldova

Created in 1999, Moldova-Lactat is a professional association of 13 milk processing companies which protects and promotes the interests of local dairy producers. One goal of the association is to streamline the milk collection system in Moldova. Mr. Maiduc is also a consultant for the Moldovan Ministry of Agriculture Veterinary Department. While in the United States, he seeks information on packaging, marketing, and support programs for milk processors.

**TUDOR I. PANICI**  
Production Director  
Fabrica de Brinzeturi din Soroca, S.A.  
Soroca, Moldova  
<http://www.alba-foodmaster.com/english/cheesefactory.html>

The Fabrica de Brinzeturi din Soroca (Soroca Cheese Producing Factory) produces hard cheeses and butter, with prize winning results in recent competitions. The Soroca Cheese Producing Factory has approximately 45-50% of the Moldovan cheese market. As Production Director, Mr. Panici is responsible for virtually all aspects of production. He is most concerned with increasing the quality of his cheeses, as well as product diversification.

**ZINAIDA Y. KARPENKO**  
Vice Chairperson on Economics and Finance  
Ukrmolprom National Association of Ukrainian Milk Producers  
Kiev, Ukraine  
<http://www.ukrmolprom.kiev.ua/>

Ukrmolprom is a professional association representing approximately 400 Ukrainian companies providing advocacy, marketing, equipment purchasing credits, and technical assistance for its members. Ms. Karpenko analyzes the Ukrainian dairy industry in order to provide financial, business planning and partnership search services to member companies.

**ANDRIY O. KOROL**

President  
Galychynna  
Radehiv, Lviv, Ukraine

Galychynna primarily produces fluid and powdered milk for both domestic and export markets. They also produce cheese, condensed milk, casein, curds, and other fermented milk products. As President, Mr. Korol is concerned with the overall management and operation of the firm which produces approximately 250 tons of milk per day. Mr. Korol would like to observe American solutions for the distribution and supply chain systems.

**OLEKSIY I. PAVLOV**

Governing Committee Member and Co-Owner  
Borovsky Dairy Plant  
Kharkov, Ukraine

Mr. Pavlov is the co-owner of the Borovsky Dairy Plant which produces fluid milk, buttermilk, curds, butter, and cheeses. He is primarily concerned with the marketing and financial security of the firm, as well as strategic planning. Mr. Pavlov wants to develop new products that respond to changing consumer demands, and would like to discuss this with his American counterparts.

**OLEG V. SPIVAK**

President and Chairman  
Nezhin Dairy City Plant  
Nezhin, Ukraine

The Nezhin Dairy processes raw milk into powder, dry creams, and butter. As President, Mr. Spivak is concerned with the financial sustainability of the firm as well as all issues concerning manufacturing, processing, sales, and marketing. He is interested in introducing new products to the Ukrainian market and would like to observe how American firms determine their target markets. Specifically, Mr. Spivak would like to visit dairies that produce ice cream, yogurt, and use innovative packaging materials.

**ANTONINA I. TSVITKOVA**

Head of the Board  
Chernigov Dairy Plant  
Chernigov, Ukraine

Chernigiv Dairy Plant produces and processes over 80 dairy food products, including assortments of fluid milk, butter, ice cream, spreads, casein, and a fat-free product line. Ms. Tsvitkova develops strategic plans that ensure efficient operation, financially sound decisions, and the achievement of quality in production. She notes that the lack of raw materials creates a challenge for her dairy, therefore she is interested in various technologies that lessen seasonal dependency on the availability of raw milk. Distribution networks, packaging innovations, and marketing are key areas that Ms. Tsvitkova would like to observe from her American counterparts.

**OLEH N. VOLOSHYN**

General Director  
Bilosvit-Uman  
Uman, Ukraine

Bilosvit-Uman, an ISO 9001-certified company, is one of Ukraine's largest dairy producers, offering milk, various types of kefir, yogurt, butter, curds, and cheeses. Mr. Voloshyn controls the daily operations of the company and makes decisions on new product development and production. He is interested in getting to know the American dairy business and its relationship with its suppliers.